

S U S A N

C O M B S

## TEXAS COMPTROLLER of PUBLIC ACCOUNTS

P.O. Box 13528 • AUSTIN, TX 78711-3528

**Supplemental Letter for Fiscal Year 2013 Annual HUB Report for Agency 304**

The Texas Comptroller of Public Accounts (CPA) continues to be fully committed to making a good faith effort to effectively promote and increase contract opportunities directly with Historically Underutilized Businesses (HUBs) and indirectly through subcontracting opportunities. To date we have spent 41.83% of our expenditures as an agency with HUBs. Our "good faith efforts" to ensure continuing HUB participation include the following:

***Mentor Protégé Program:***

- We monitored and provided assistance to our three agency-sponsored Mentor Protégé pairs which consist of: Northrop Grumman (mentor) and Strateon Technologies (protégé), and Paetec/Windstream (mentor) and Lazarus Asset Management (protégé), and B2GNow (mentor) and The Entermedia Group, LLC (protégé)

***Economic Opportunity Forums (EOFs) Hosted/Co-Hosted by CPA:***

- During FY13 the Comptroller's office hosted/co-hosted three Procurement Connection Seminar & EXPOs. The Economic Opportunity Forums (EOFs) were held in Beaumont, Arlington, and Austin.

***HUB Outreach:***

- Expanded the sub-contracting opportunity's for the Agency seat management contract to increase our year over year HUB participation by over 10%.
- Aggressively contacted and encouraged agency's non-certified HUB vendors in obtaining Texas HUB Certification.
- A HUB Subcontracting Plan was included in all formal solicitations \$25,000 and over, to increase subcontracting opportunities with HUB vendors.
- Provided assistance to e-mail and phone inquiries from HUB vendors requesting information on how to do business with the state, how to obtain Texas HUB certification, and how to register on the CMBL.
- Participated in HUB Discussion Workgroup meetings whose mission is to promote and enhance an effective statewide HUB Program through education, networking, and proactive feedback.
- Participated in 29 EOFs to actively recruit HUB vendors and provide assistance on "How to Do Business with the Comptroller's Office."
- Invited 33 vendors to meet the purchasing staff and conduct a presentation to promote their products and services.
- Resigned a Memorandum of Cooperation (MOC) with the Texas Association of African American Chambers of Commerce (TAAACC) and the Texas Association of Mexican American Chambers of Commerce (TAMACC)

The Comptroller's office will continue to strengthen its agency's HUB Program by working to increase opportunities for HUB participation in all categories. If you have any questions, please call Stephen McDonald at (512) 475-5654.

A handwritten signature in blue ink, appearing to read "Stephen McDonald".

Stephen McDonald  
Manager, HUB Coordinator